

## Message Text

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PAGE 01 NEW DE 12385 150314Z

ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 AGR-01 /020 W

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FM AMEMBASSY NEW DELHI

TO USDOC WASHDC PRIORITY

SECSTATE WASHDC 3392

AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

LIMITED OFFICIAL USE NEW DELHI 12385

E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT: INDIAN IMPORT LICENSE POLICY FOR FISHING VESSELS

REF: (A) USDOC 3647; (B) NEW DELHI 3348 (C) USDOC 04473;

(D) NEW DELHI 3808

1. SEVERAL MONTHS AGO, GOI MINISTRY OF AGRICULTURE, WHICH HAS  
RESPONSIBILITY FOR DEVELOPMENT OF FISHING INDUSTRY, CLEARED  
APPLICATIONS FROM 64 SMALL INDIAN COMPANIES FOR IMPORTING 113  
FISHING TRAWLERS FROM FOLLOWING SIX FOREIGN FISHING VESSEL  
BUILDERS:

AUSTRALIAN SHIPYARD INDUSTRIES (W.A.) PVT. LTD  
781 COCKBURN ROAD  
SOUTH COOGEE  
WESTERN AUSTRALIA 6160

YOKOCHAMA YACHT CO. LTD.

10 ONOMACHI

TSURUNI-KU-YOKOHAMA

JAPAN

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PAGE 02 NEW DE 12385 150314Z

CEBOSME GROUP EXPORTS  
DEVORDERING POORTWEG 2-4  
POST BOX 284  
DELFT, HOLLAND

QUALITY MARINE, INC.

ROUTE #1  
BOX 400  
THEODORE, ALA. 36582

KLEIN-N-PAINT SHIPPING & ENGG. (PTE) LTD  
32ND FLOOR, SUITE 3208  
INTERNATIONAL PLAZA  
ANSON ROAD SINGAPORE

SAMSUNG COMPANY LTD.  
C.P. O. BOX 1144  
SEOUL, KOREA

2. THE ABOVE LISTED SUPPLIERS WERE SELECTED ON BASIS OF THEIR PRODUCT SPECIFICATIONS AND PRICE. OFFERS TO INDIAN COMPANIES FOR QUALITY - MARINE VESSELS WERE MADE BY ITS AGENT FOR INDIA CONARD BIRKHOFF, A GERMAN NATIONAL.

3. THE 64 INDIAN FIRMS HAD SUBMITTED APPLICATIONS TO GOI IN RESPONSE TO ITS ANNOUNCEMENT THAT IT WOULD ADVANCE CONCESSIONAL CREDITS EQUIVALENT TO 90 PERCENT OF THE COST OF IMPORTED FISHING VESSELS FROM SHIPPING DEVELOPMENT FUND (SDF). SUBSEQUENT TO MINISTRY OF AGRICULTURE HAVING CLEARED THE 64 APPLICATIONS FOR IMPORTATION OF THE 113 TRAWLERS, GO.I. MINISTRY OF SHIPPING, WHICH, CONTROLS SDF, REFUSED TO ADVANCE LOANS BECAUSE NONE OF 64 SMALL BUSINESS-FIRMS WERE ABLE TO OFFER LIMITED OFFICIAL USE

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PAGE 03 NEW DE 12385 150314Z

SATISFACTORY GUARANTEES FOR REPAYMENT OF LOANS. WHEN MINISTRY OF AGRICULTURE FAILED TO CONVINCE MINISTRY OF SHIPPING TO ADVANCE THESE LOANS, QUESTION WAS REFERRED TO INDIAN CABINET. ABOUT A MONTH AGO GOI CABINET DECIDED THAT SDF LOANS WOULD ONLY BE AVAILABLE FOR FISHING VESSELS DURING IFY 1978-79 AND ONLY WITH SUITABLE BANK GUARANTEES AND THAT SUBSEQUENTLY MINISTRY OF AGRICULTURE WOULD HAVE TO FIND OTHER FINANCING.

4. NO IMPORT LICENSES HAVE SO FAR BEEN ISSUED TO ANY ONE OF THE 64 APPLICANTS MENTIONED ABOVE AND THERE NOW APPEAR TO BE NO IMPORT PROSPECTS SINCE WOULD-BE IMPORTERS ARE UNABLE TO OFFER NECESSARY BANK GUARANTEES. IN MEANTIME, A STRONG DOMESTIC SHIP BUILDERS LOBBY HAS MADE REPRESENTATIONS TO THE GOI AGAINST IMPORTS.

5. REFTEL (B) REPORTED DSS INDUSTRIES INTEREST IN REPRESENTING BENDER SHIPBUILDING COMPANY, MOBILE, ALA. USDOC ASCERTAINED BENDER'S INTEREST IN INDIAN MARKET AND REPLIED VIA REFTEL(C) INDICATING THAT BENDER WAS RELUCTANT TO SUBMIT LONG-TERM PRICE QUOTATIONS BECAUSE OF STEEL PRICE INCREASES. KHANNA OF DSSI INFORMS US THAT HE HAS NEVER RECEIVED ANY DIRECT RESPONSE FROM BENDER.

6. J.K. ORGANIZATION (JKO), WHOSE INTEREST IN A CONTRACT FOR

EXPERTISE AND MANAGEMENT IN SHRIMP TRAWLING WAS REPORTED IN  
REFTEL (D), INFORMS US IT HAS FAILED TO GET ANY RESPONSE FROM  
U.S. SHIP BUILDERS. JKO HAS, HOWEVER, DECIDED TO CHARTER A  
45 METER TRAWLER FROM SPANISH FIRM, CIESIA (COMPANIA INTERNATIONAL  
DE EXPORCATION E IMPORCATION SA), MADRID, SUBJECT TO APPROVAL BY  
G.O.I. FOR SHORT TERM AT LEAST, THEREFORE, JKO'S TRAWLER  
REQUIREMENTS APPEAR TO HAVE BEEN SATISFIED.

7. IN VIEW OF IMPASSE OVER QUESTION OF PROVIDING CONCESSIONAL  
FINANCING FOR PURCHASE OF FISHING TRAWLERS, WHICH DOES NOT APPEAR  
LIKELY TO BE RESOLVED FOR A CONSIDERABLE TIME TO COME, LICENSES  
ARE UNLIKELY  
TO BE GRANTED FOR IMPORT OF ANY OF THE 113 TRAWLERS AND EXPORT  
OPPORTUNITIES FOR U.S. SHIPBUILDERS IN THIS AREA CONSEQUENTLY  
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PAGE 04 NEW DE 12385 150314Z

APPEAR SLIGHT. WE WILL KEEP THE DEPARTMENT ADVISED OF ANY FURTHER  
DEVELOPMENTS.  
GOHEEN

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## Message Attributes

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